
 $\frac{\sqrt{10-5}}{\mid-4}$
Why the Piano or the Player-Piano you select for your home should be a

## LESTER

Here are some of them:
TONE The Lester tone is the delight of musicians and all persons who have an ear for music. It is full, rich and mellow. It lasts.
DESIGN All Lester designs are rich and chaste, imparting to any home that touch of refinement and distinction which discriminating persons desire.
FINISH The Lester finish is superb. Only the highest grade materials enter into the making of Lester cases, and the workmanship is the best in this country.
DURA. BILITY恠 ten years, but they last a lifetime. Ask the man who has owned one for a quarter of a century.
Selling direct from factory to home as we do, the purchaser is saved all jobbers' and agents' expenses and profits. This gives you a high-grade piano for what you would pay for one of inferior make.
TERMS ${ }^{\text {our terms are absolutely confidiential. }}$ They are between you and us ONLY. No one else will know them. There's no club brand on the Lester.
When you buy a piano you are taking into your home something you expect to live with for years. For that reason you should select carefully in order to avoid regrets. If you choose wisely, it will be a Lester. Your Old Piano Taken in Exchange at Full Value

## F. A. NORTH CO.

1306 Chestnut Street

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